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?ds

Set	Items	Description
S1	3612	(ONLINE OR ON()LINE OR COMPUTER? OR AUTOMATE? OR ELECTRONI- C? OR DIGITAL? OR DIGITI?) (5N) (AUCTION? OR DUTCHAUTION? OR (- DUTCH OR REVERSE) ()AUCTION? OR BID OR BIDS OR BIDDING)
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S13	3	RD (unique items)
S14	1	S2 AND (S3 OR S5 OR S6 OR S8 OR S11)
S15	1	S14 NOT S13
S16	24	(S1 OR S2) AND TOURNAMENT?
S17	24	S16 NOT (S13 OR S15)
S18	22	S17 NOT PY>2001
S19	22	RD (unique items)
S20	9	(S1 OR S2) (5N) (EXPIRATION? OR EXPIRE? ?)
S21	9	S20 NOT (S13 OR S15 OR S19)
S22	9	RD (unique items)

13/5/1 (Item 1 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
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00507637 98PM09-036

Get your cut

Taylor, Wendy; Jerome, Marty
PC Computing , September 1, 1998 , v11 n9 p77, 1 Page(s)
ISSN: 0899-1847
Languages: English
Document Type: Articles, News & Columns
Geographic Location: United States

TAYLOR & JEROME column examines the phenomenon of the reinvention of the middleman on the Internet. Defines middlemen as those who provide a service, and cites a number of examples demonstrating how the niche continues to be profitable. Says some online middlemen are reinventing the concept of retail sales by matching buyers and sellers and never actually handling any merchandise themselves. Spotlights priceline.com, which matches buyers' bids for cars and airline tickets with willing sellers, and Ebay, which brings buyers and sellers together at **online auctions**. Adds that search engines have also become middlemen, selling key listing placements, and notes that other companies make money by streamlining services for consumers, including securing home loans and titles, insurance, or even the **guaranteed** lowest available **price** for specific consumer goods. (JC)

Descriptors: Marketing; Advertising; Competition; Electronic Commerce
; Electronic Shopping

13/5/2 (Item 1 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

07779864 NYT Sequence Number: 257389000515

CRITIC'S NOTEBOOK: CLICK HERE FOR GLAMOUR, DRAMA AND MICHELANGELO

Kimmelman, Michael
New York Times, Col. 5, Pg. 1, Sec. E
Monday May 15 2000
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

Michael Kimmelman Critic's Notebook article comments on why self-described neophyte collector would bid \$135,805 for painting on eBay, **online auction** company; says seller, Kenneth A Walton, borrowed trick from auction houses to bid up painting; says he **undersold** his hand, using poky handle of 'golfpoorly' and offering painting at first for 25 cents, knowing that every buyer wants to outsmart marketplace, and that vanity is salesman's oldest friend; notes eBay later voided sale, not because Walton lied, which he did, but because he had bid on painting himself, a violation of eBay rules (M)

DESCRIPTORS: Art; **Auctions** ; **Computers and the Internet** ; Prices (Fares, Fees and Rates); Frauds and Swindling; Art
PERSONAL NAMES: Kimmelman, Michael; Walton, Kenneth A

13/5/3 (Item 1 from file: 475)
DIALOG(R)File 475:Wall Street Journal Abs
(c) 2003 The New York Times. All rts. reserv.

05261667

AMDAHL CUTS PRICE OF COMPUTERS IN BID TO UNDERSSELL IBM
Wall Street Journal, Col. 6, Pg. 42, Sec. 1
Tuesday August 2 1988

15/5/1 (Item 1 from file: 2)

DIALOG(R) File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

4527181 INSPEC Abstract Number: C9401-1290D-011

Title: Guarantees in auctions : the auction house as negotiator and managerial decision maker

Author(s): Greenleaf, E.A.; Rao, A.G.; Sinha, A.R.

Author Affiliation: Stern Sch. of Bus., New York Univ., NY, USA

Journal: Management Science vol.39, no.9 p.1130-45

Publication Date: Sept. 1993 **Country of Publication:** USA

CODEN: MSCIAM **ISSN:** 0025-1909

U.S. Copyright Clearance Center Code: 0025-1909/93/3909/1130\$01.25

Language: English **Document Type:** Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: The multimillion dollar **price guarantees** that an auction house can offer for paintings have already had a large impact on auction house profits, and place new demands on the **auctioneer's** decision making and **negotiating** skills. Yet **auctioneers** have not been studied as independent entities and decision makers. To create a **price guarantee**, the **auction** house and the seller must **negotiate** both the guarantee amount and the extra commission the seller pays if the auction **price** exceeds the **guarantee**. The authors present a normative model of negotiations and find the frontier of guarantee and commission that is the Nash bargaining solution. The authors also determine the optimal reserve that the auctioneer should place on guaranteed property. The authors find that guarantees decrease the auction house's expected revenue compared to a conventional auction, but do allow it to attract business which might otherwise be lost. Guarantees benefit sellers, increasing the expected value and lowering the variance of their auction revenue. The auctioneer's optimal strategy depends not only on the distribution of the artwork's auction price, but also the price it will bring if it fails to sell at auction. In the latter case the auction house must pay the seller the guarantee and then sell the artwork, which it now owns, in a private secondary market where buyers regard the property as "damaged goods" and lower their offers. Although all points on the frontier produce equal expected revenue, several frequently used decision making rules suggest that both parties may prefer a guarantee arrangement where the seller pays no additional commission and the guarantee has the lowest value on the frontier. (17 Refs)

Subfile: C

Descriptors: decision theory; game theory; management science

Identifiers: auction house; negotiator; managerial decision maker; **price guarantee**; extra commission; normative model; Nash bargaining solution; optimal reserve; expected revenue

Class Codes: C1290D (Economics and business); C1140E (Game theory)

19/5/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

7078236 INSPEC Abstract Number: C2001-12-1290Z-004

Title: Identifying the NCAA tournament "dance card"

Author(s): Coleman, J.; Lynch, A.K.

Author Affiliation: Dept. of Manage., Marketing & Logistics, North Florida Univ., Jacksonville, FL, USA

Journal: Interfaces vol.31, no.3, pt.1 p.76-86

Publisher: Inst. Oper. Res. & Manage. Sci,

Publication Date: May-June 2001 Country of Publication: USA

CODEN: INFAC4 ISSN: 0092-2102

SICI: 0092-2102(200105/06)31:3:1L.76:INTT;1-8

Material Identity Number: I235-2001-005

U.S. Copyright Clearance Center Code: 0092-2102/2001/3103/0076/\$05.00

Language: English Document Type: Journal Paper (JP)

Treatment: Practical (P); Theoretical (T)

Abstract: The NCAA Basketball **Tournament** selection committee annually selects the Division I men's **teams** that should receive at-large **bids** to the national championship **tournament**. Although its deliberations are shrouded in secrecy, the committee is supposed to consider a litany of team-performance statistics, many of which outsiders can reasonably estimate. Using a probit analysis on objective team data from 1994 through 1999, we developed an equation that accurately classified nearly 90 percent of 249 "bubble" teams during that time frame and over 85 percent for the 2000 **tournament**. Given the NCAA **Tournament**'s nickname of the big dance, the equation is effectively the "dance card" that determined whether a team got an invitation from past committees and is also a tool that could aid decision making for future committees. The accuracy of the dance card, and the factors and weights included in it, suggest that the committee is fairly predictable in its decisions, despite barbs from fans, teams, and the media. (9 Refs)

Subfile: C

Descriptors: decision theory; probability; sport; statistical analysis

Identifiers: NCAA Basketball **Tournament**; selection committee; dance card; Division I; men's teams; at-large bids; national championship **tournament**; team-performance statistics; probit analysis; bubble teams; big dance; decision making

Class Codes: C1290Z (Other applications of systems theory); C1140E (Game theory)

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19/5/2 (Item 2 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

7036755 INSPEC Abstract Number: C2001-10-7120-064

Title: To bid or not to bid agent strategies in electronic auction games

Author(s): Bejar, J.; Rodriguez-Aguilar, J.A.

Author Affiliation: Dept. de Llenguatges i Sistemes Inf., Univ. Politecnica de Catalunya, Barcelona, Spain

Conference Title: Agent-Mediated Electronic Commerce III. Current Issues in Agent-Based Electronic Commerce Systems (Lecture Notes in Artificial Intelligence Vol.2003) p.173-91

Editor(s): Dignum, F.; Cortes, U.

Publisher: Springer-Verlag, Berlin, Germany

Publication Date: 2001 Country of Publication: Germany xii+191 pp.

ISBN: 3 540 41749 4 Material Identity Number: XX-2001-01602

Conference Title: Agent-Mediated Electronic Commerce III. Current Issues in Agent-Based Electronic Commerce Systems

Conference Date: 3-4 June 2000 Conference Location: Barcelona, Spain

Language: English Document Type: Conference Paper (PA)

Treatment: Practical

Abstract: This paper presents the results and analysis of the Fishmarket **tournament** held this Spring at the Technical University of Catalonia (UPC) by a group of undergraduate students as a course work for an artificial intelligence applications course. In the **tournament** participated sixteen different agents that competed in a three phase eliminatory competition. The agents were divided in groups of four and competed in a number of Downward Bidding Protocol (DBP) auctions for boxes of fish. We present the information analyzed by the students in order to build their agents, what information was considered relevant, and the different strategies of the agents. (15 Refs)

Subfile: C

Descriptors: computer science education; electronic commerce; multi-agent systems

Identifiers: agent strategies; **electronic auction** games; Fishmarket **tournament** ; Technical University of Catalonia; undergraduate students; artificial intelligence applications course; competition; downward bidding protocol auctions; multi-agent systems

Class Codes: C7120 (Financial computing); C6170 (Expert systems and other AI software and techniques)

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19/5/3 (Item 3 from file: 2)

DIALOG(R) File 2:INSPEC

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6390694 INSPEC Abstract Number: C1999-12-7120-027

Title: **Bidding strategies for trading agents in auction-based** tournaments

Author(s): Garcia, P.; Gimenez, E.; Godo, L.; Rodriguez-Aguilar, J.A.

Author Affiliation: CSIC, Barcelona, Spain

Conference Title: Agent Mediated Electronic Commerce. First International Workshop on Agent Mediated Electronic Trading. AMET-98. Selected Papers p.151-65

Editor(s): Noriega, P.; Sierra, C.

Publisher: Springer-Verlag, Berlin, Germany

Publication Date: 1999 Country of Publication: Germany vii+206 pp.

ISBN: 3 540 65955 2 Material Identity Number: XX-1999-01900

Conference Title: Agent Mediated Electronic Commerce. First International Workshop on Agent Mediated Electronic Trading. AMET-98

Conference Date: 10 May 1998 Conference Location: Minneapolis, MN, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Practical (P); Theoretical (T)

Abstract: **Auction** -based **electronic** commerce is an increasingly interesting domain for AI researchers. We present an attempt towards the construction of trading agents capable of competing in multiagent auction markets by introducing both a formal and a more pragmatic approach to the design of bidding strategies for buyer agents in auction-based **tournaments**. Our formal view relies on possibilistic-based decision theory as the means of handling possibilistic uncertainty on the consequences of actions (bids) due to the lack of knowledge about the other agents behaviour. For practical reasons we propose a two-fold method for decision making that does not require the evaluation of the whole set of alternative actions. This approach utilizes global (market centered) information in a first step to come up with an initial set of potential bids. This set is subsequently refined in a second step by means of the possibilistic decision model using individual (rival agent centered) information induced from a memory of cases composing the history of **tournaments**. (30 Refs)

Subfile: C

Descriptors: decision theory; electronic commerce; software agents

Identifiers: bidding strategies; trading agents; auction-based **tournaments** ; **auction** -based **electronic** commerce; buyer agents; possibilistic-based decision theory; possibilistic uncertainty; decision making; global information

Class Codes: C7120 (Financial computing); C1140E (Game theory); C6170K (

Knowledge engineering techniques); C1230 (Artificial intelligence); C1290D
(Systems theory applications in economics and business)
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19/5/4 (Item 4 from file: 2)

DIALOG(R) File 2:INSPEC

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6390685 INSPEC Abstract Number: C1999-12-7120-022

Title: Agent Mediated Electronic Commerce. First International Workshop on Agent Mediated Electronic Trading. AMET-98. Selected Papers

Editor(s): Noriega, P.; Sierra, C.

Publisher: Springer-Verlag, Berlin, Germany

Publication Date: 1999 Country of Publication: Germany vii+206 pp.

ISBN: 3 540 65955 2 Material Identity Number: XX-1999-01900

Conference Title: Agent Mediated Electronic Commerce. First International Workshop on Agent Mediated Electronic Trading. AMET-98

Conference Date: 10 May 1998 Conference Location: Minneapolis, MN, USA

Language: English Document Type: Conference Proceedings (CP)

Abstract: The following topics were dealt with: building electronic marketplaces with the ZEUS agent toolkit; accounting for cognitive costs in **online auction** design; SICS MarketSpace (an agent-based market infrastructure); sequencing of contract types for anytime task reallocation; agent-mediated integrative negotiation for retail electronic commerce; a multi-agent system for coordinating international shipping; bid evaluation and selection in the MAGNET automated contracting system; evolutionary computing and **negotiating** agents; **bidding** strategies for trading agents in auction-based **tournaments**; a pi -calculus model of a Spanish fish market; and information integration for electronic commerce.

Subfile: C

Descriptors: electronic commerce; electronic trading; negotiation support systems; software agents

Identifiers: agent-mediated electronic commerce; agent-mediated electronic trading; electronic marketplaces; ZEUS agent toolkit; cognitive costs; **online auction** design; SICS MarketSpace; agent-based market infrastructure; contract type sequencing; anytime task reallocation; integrative negotiation; retail electronic commerce; multi-agent system; international shipping coordination; bid evaluation; bid selection; MAGNET automated contracting system; evolutionary computing; negotiating agents; bidding strategies; trading agents; auction-based **tournaments**; pi -calculus model; Spanish fish market; information integration

Class Codes: C7120 (Financial computing); C6170 (Expert systems and other AI software and techniques); C7102 (Decision support systems)

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19/5/5 (Item 5 from file: 2)

DIALOG(R) File 2:INSPEC

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6306130 INSPEC Abstract Number: C1999-09-7120-006

Title: Possibilistic-based design of bidding strategies in electronic auctions

Author(s): Garcia, P.; Gimenez, E.; Godo, L.; Rodriguez-Aguilar, J.A.

Author Affiliation: Artificial Intelligence Res. Inst., CSIC, Barcelona, Spain

Conference Title: ECAI 98. 13th European Conference on Artificial Intelligence. Proceedings p.575-9

Editor(s): Prade, H.

Publisher: Wiley, Chichester, UK

Publication Date: 1998 Country of Publication: UK xviii+719 pp.

ISBN: 0 471 98431 0 Material Identity Number: XX-1998-02046

Conference Title: Proceedings of European Conference on Artificial Intelligence

Conference Date: 23-26 Aug. 1998 Conference Location: Brighton, UK
Language: English Document Type: Conference Paper (PA)
Treatment: Applications (A); Practical (P)
Abstract: **Auction** -based **electronic** commerce is an increasingly interesting domain for developing trading agents competing in multiagent electronic markets. In this paper we present an attempt towards the construction of such agents, introducing both a formal and a more pragmatical approach to the design of bidding strategies for buyer agents in **auction-based tournaments**. Our formal view relies on possibilistic-based decision theory as the means of handling possibilistic uncertainty on the consequences of actions (biddings) due to the lack of knowledge about the other agents' behaviour. For practical reasons we propose a two-fold method for decision making that does not require the evaluation of the whole set of alternative actions. This approach utilizes global (market-centered) information in a first step to come up with an initial set of potential bids. This set is subsequently refined in a second step by means of the possibilistic decision model using individual (rival agent centered) information induced from a memory of cases composing the history of **tournaments**. The proposed approach has been implemented and it is currently being tested in **tournament** scenarios defined with FM97.6, a multi-agent testbed for **electronic auctions**. (12 Refs)
Subfile: C
Descriptors: decision theory; electronic commerce; electronic trading; possibility theory
Identifiers: possibilistic-based design; bidding strategies; **electronic auctions**; **auction** -based **electronic** commerce; trading agents; multiagent electronic markets; possibilistic-based decision theory; possibilistic uncertainty; two-fold method
Class Codes: C7120 (Financial computing); C1230 (Artificial intelligence); C1140E (Game theory); C1140Z (Other topics in statistics)
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19/5/6 (Item 6 from file: 2)
DIALOG(R)File 2:INSPEC
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6095675 INSPEC Abstract Number: C9901-7120-010
Title: Competitive scenarios for heterogeneous trading agents
Author(s): Rodriguez, J.A.; Martin, F.J.; Noriega, P.; Garcia, P.; Sierra, C.
Author Affiliation: Artificial Intelligence Res. Inst., CSIC, Barcelona, Spain
Conference Title: Proceedings of the Second International Conference on Autonomous Agents p.293-300
Editor(s): Sycara, K.P.; Wooldridge, M.
Publisher: ACM, New York, NY, USA
Publication Date: 1998 Country of Publication: USA xi+478 pp.
ISBN: 0 89791 983 1 Material Identity Number: XX98-01367
U.S. Copyright Clearance Center Code: 0 89791 983 1/98/5...\$5.00
Conference Title: Proceedings of 2nd International Conference on Autonomous Agents
Conference Sponsor: ACM
Conference Date: 9-13 May 1998 Conference Location: Minneapolis, MN, USA
Language: English Document Type: Conference Paper (PA)
Treatment: Practical (P)
Abstract: We present a framework for defining trading scenarios based on fish market auctions. In these scenarios, agents of arbitrary complexity can participate in **electronic auctions** under a collection of standardized market conditions and be evaluated against their actual market performance. We argue that such competitive situations constitute convenient problem domains in which to study issues related with agent architectures in general and agent-based trading strategies in particular. Our proposal involves a set of conventions for the typification of goods,

bidding protocols, availability of goods, buyer endowment and performance evaluation criteria. The proposed framework is implemented as a multi-agent testbed which is an extension of FM96.5-a Java-based version of the Fishmarket auction house. A simple **tournament** is used to illustrate these elements. (22 Refs)

Subfile: C

Descriptors: electronic commerce; Java; multi-agent systems; software performance evaluation

Identifiers: competitive scenarios; heterogeneous trading agents; fish market auctions; **electronic auctions**; standardized market conditions; agent architectures; agent-based trading strategies; bidding protocols; performance evaluation; multi-agent testbed; FM96.5; Java; Fishmarket

Class Codes: C7120 (Financial computing); C6170 (Expert systems and other AI software and techniques); C1230 (Artificial intelligence)

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19/5/7 (Item 7 from file: 2)

DIALOG(R)File 2:INSPEC

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6066246 INSPEC Abstract Number: C9812-7170-002

Title: Towards a test-bed for trading agents in electronic auction markets

Author(s): Rodriguez-Aguilar, J.A.; Martin, F.J.; Noriega, P.; Garcia, P.; Sierra, C.

Author Affiliation: Artificial Intelligence Res. Inst., CSIC, Barcelona, Spain

Journal: AI Communications vol.11, no.1 p.5-19

Publisher: IOS Press,

Publication Date: 1998 Country of Publication: Netherlands

CODEN: ACMME ISSN: 0921-7126

SICI: 0921-7126(1998)11:1L.5:TTTA;1-#

Material Identity Number: M614-98002

U.S. Copyright Clearance Center Code: 0921-7126/98/\$8.00

Language: English Document Type: Journal Paper (JP)

Treatment: Practical (P)

Abstract: We present a framework for defining trading scenarios based on fish market auctions. In these scenarios, trading (buyer and seller) heterogeneous (human and software) agents of arbitrary complexity participate in auctions under a collection of standardized market conditions and are evaluated against their actual market performance. We argue that such competitive situations constitute convenient problem domains in which to study issues related with agent architectures in general and agent-based trading strategies in particular. The proposed framework, conceived and implemented as an extension of FM96.5 (a Java-based version of the Fish-market auction house), constitutes a test-bed for trading agents in auction **tournament** environments, FM97.6. Finally, we illustrate how to generate **tournaments** with the aid of our test-bed by defining and running a very simple **tournament** involving a set of rudimentary buyer agents. (34 Refs)

Subfile: C

Descriptors: cooperative systems; Internet; marketing data processing; object-oriented languages; software agents

Identifiers: trading agents; **electronic auction** markets; fish market auctions; standardized market conditions; market performance; agent architectures; agent-based trading strategies; FM96.5; Java; auction **tournament** environments; Internet; e commerce; multi agent systems

Class Codes: C7170 (Marketing computing); C6170 (Expert systems); C1230 (Artificial intelligence)

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19/5/8 (Item 8 from file: 2)

DIALOG(R)File 2:INSPEC

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5992765 INSPEC Abstract Number: C9809-7180-009

Title: **Designing bidding strategies for trading agents in electronic auctions**

Author(s): Gimenez-Funes, E.; Godo, L.; Rodriquez-Aguilar, J.A.; Garcia-Calves, P.

Author Affiliation: Artificial Intelligence Res. Inst., Barcelona, Spain

Conference Title: Proceedings International Conference on Multi Agent Systems (Cat. No.98EX160) p.136-43

Publisher: IEEE Comput. Soc, Los Alamitos, CA, USA

Publication Date: 1998 **Country of Publication:** USA xviii+487 pp.

ISBN: 0 8186 8500 X **Material Identity Number:** XX98-01978

U.S. Copyright Clearance Center Code: 0 8186 8500 X/98/\$110.00

Conference Title: Proceedings International Conference on Multi Agent Systems

Conference Date: 3-7 July 1998 **Conference Location:** Paris, France

Language: English **Document Type:** Conference Paper (PA)

Treatment: Theoretical (T)

Abstract: **Auction** -based **electronic** commerce is an increasingly interesting domain for developing trading agents. In this paper we present our first contributions towards the construction of such agents by introducing both a formal and a more pragmatistical approach for the design of bidding strategies that provide buyer agents with useful heuristic guidelines to participate in auction-based **tournaments**. On the one hand, our formal view relies on possibilistic-based decision theory as the means of handling possibilistic uncertainty on the consequences of actions due to the lack of knowledge about the other agents' behaviour. On the other hand for practical reasons we also propose a two-fold method for decision making that does not require the evaluation of the whole set of alternative actions. This approach utilizes global (market-centered) probabilistic information in a first decision step which is subsequently refined by a second decision step based on the individual (rival-centered) possibilistic information induced from the memory of cases composing the history of **tournaments**. In this way, the resulting bidding strategy balances the agent's short-term benefits, related to the probabilistic information, with its long-term benefits, related to the possibilistic information. (21 Refs)

Subfile: C

Descriptors: business data processing; cooperative systems; decision theory; possibility theory; retail data processing; software agents

Identifiers: bidding strategies; trading agents; **electronic auctions**; **auction** -based **electronic** commerce; heuristic guidelines; auction-based **tournaments**; possibilistic-based decision theory; possibilistic uncertainty; global market-centered probabilistic information; short-term benefits; long-term benefits; probabilistic information; possibilistic information

Class Codes: C7180 (Retailing and distribution computing); C6170 (Expert systems); C1160 (Combinatorial mathematics)

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19/5/9 (Item 1 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01732300 ORDER NO: AADAA-I9959735

The run to Division I: Intercollegiate athletics and the broader interests of colleges and universities

Author: Cross, Michael Edward

Degree: Ph.D.

Year: 1999

Corporate Source/Institution: The University of Michigan (0127)

Chair: Marvin W. Peterson

Source: VOLUME 61/02-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

Descriptors: EDUCATION, HIGHER ; RECREATION
 Descriptor Codes: 0745; 0814

An intercollegiate athletics program has the ability to provide unique insight into the college or university that sponsors it. The presence or absence of a program and its level of competition can provide a proxy for understanding a university's broader interests. A comparative case study of four universities examined the rationale for changing athletic classification and the realization of anticipated effects for each school. A conceptual framework derived from institutional theory guided the research.

The rationale for changing intercollegiate athletic classification was based on expected benefits for undergraduate admissions, alumni support and development, community relationships, campus life, university visibility, and university association. The quality and quantity of undergraduate applicants improved at universities with regional recruiting areas and when the men's basketball team received a bid to the NCAA tournament. Alumni donations and support were directed towards athletics with no observed effect for general university fund-raising. Community relationships and campus life showed improvement at universities that hosted international or national athletic competitions or built new facilities in conjunction with Division I membership. Visibility was enhanced in all cases through exposure on CNN or ESPN and through positive local media portrayal. Benefits of association with peer schools were observed in each case and generally related to conference affiliation.

In each case, intercollegiate athletics was part of an institutionalized environment. The athletic program conformed to rationalized institutional myths about appropriate university form and provided legitimacy and resources for the sponsoring university. Each university used athletics to engage in mimetic isomorphism and respond to organizational uncertainty in a conscious attempt to imitate peer universities and conform with expected social norms.

19/5/10 (Item 1 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00603158 00IY05-412

Nike's new Net religion -- After stumbling around the Web for four years, the athletic apparel champion has found its footing

Warner, Bernhard

Industry Standard, The , May 29, 2000 , v3 n20 p94-100, 5 Page(s)

ISSN: 1098-9196

Company Name: Nike

Languages: English

Document Type: Articles, News & Columns

Geographic Location: United States

Details the decision-making process that was initiated by Nike's CEO Phil Knight as to how it could leverage the Internet to grow its \$9 billion business. States that Nike has been a master marketer for three decades and that driving Nike's innovations is the company's obsession with its image. Adds that its ad campaigns sell more than shoes; they sell the idea that Nike makes champions. Notes that Nike's e-commerce is predicted to sell about \$10 million worth of product on its site this year. States Nike.com began airing a talk show hosted by outspoken former pro-hoops star Charles Barkley and is also developing a digital diary replete with chats, auctions, and video. Says that with multilingual sites for the 2000 Olympic Games and another for a summer soccer tournament, Nike has transformed itself into a budding sports Webcaster. Contains three photos. (sps)

Descriptors: Marketing; Internet; Corporate Strategy; Retailing; Advertising; Electronic Commerce; Recreation

Identifiers: Nike

19/5/11 (Item 1 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09356619

Playing golf, the e-business way
MALAYSIA: IBM TO HOST E-GOLF TOURNAMENT
The Star (XAT) 05 Sep 2000 In-Tech p.43
Language: ENGLISH

IBM Malaysia is poised to host e-golf tournament in the country, backed by the sponsor from Motorola. A total of around 480 of IBM clients and business associates will be invited to participate in the tournament, which will be held on 7, 8, 14 and 15 October 2000. IBM will seek interested local golf clubs to host the tournament on per day basis. However, these golf clubs will have to fight for the opportunity through an online bidding. The grand final round will be held on 21 October 2000 at undisclosed venue. IBM will provide the score updates from the golf tournament via its IBM Netfinity servers that is linked to PDAs (personal digital assistant) and WAP (wireless application protocol) mobile phones. The e-golf tournament is a joint effort of IBM with WAP solutions developer aranium.com and bagofclubs.com golfing website.

COMPANY: ARANIUMCOM; BAGOFCLUBSCOM; MOTOROLA; IBM
PRODUCT: Sports Clubs & Racing (7940); Public Golf Courses (7992);
Computers (3573CO); Database Vendors (7375);
EVENT: Product Design & Development (33); Planning & Information (22);
Company Formation (14);
COUNTRY: Malaysia (9MAO); United States (1USA);

19/5/12 (Item 1 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

07869242 NYT Sequence Number: 436607010522
PLUS: COLLEGES: AN N.C.A.A. BID FOR SETON HALL
Popper, Steve
New York Times, Col. 6, Pg. 7, Sec. D
Tuesday May 22 2001
DOCUMENT TYPE: Newspaper JOURNAL CODE: .NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

Seton Hall's surprising sweep through Big East tournament earns team automatic bid into NCAA Men's Division I baseball tournament (S)

COMPANY NAMES: National Collegiate Athletic Assn; Seton Hall University
DESCRIPTORS: Baseball
PERSONAL NAMES: Popper, Steve

19/5/13 (Item 2 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

07688104 NYT Sequence Number: 743682990518
BASEBALL: NEW JERSEY FANS WILL HEAR CRACK, NOT PING, OF THE BAT
Dicker, Ron
New York Times, Col. 5, Pg. 2, Sec. D
Tuesday May 18 1999
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

Movement within college baseball to return exclusively to wood bats takes swing in that direction when all six **teams** that received **bids** to Mid-Atlantic Regional of National Collegiate Athletic Association's Division III **tournament** have agreed among themselves to use wood bats (M)

COMPANY NAMES: National Collegiate Athletic Assn

DESCRIPTORS: Baseball; Wood and Wood Products; Aluminum

PERSONAL NAMES: Dicker, Ron

19/5/14 (Item 3 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

07662611 NYT Sequence Number: 173240990204

BRIDGE: WHEN ASSETS ARE LOW, INFERENCE TO THE RESCUE

Truscott, Alan

New York Times, Col. 3, Pg. 8, Sec. E

Thursday February 4 1999

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Alan Truscott bridge column on **bidding** in National Swiss **Teams** competition in Orlando, Fla, in November 1998; diagrammed play (M)

DESCRIPTORS: Bridge (Card Game); National Swiss Teams **Tournament**
(Bridge)

PERSONAL NAMES: Truscott, Alan

19/5/15 (Item 4 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

07054851 NYT Sequence Number: 022330950308

NOW MANHATTAN MUST WAIT TO LEARN POST-SEASON FATE

New York Times, Col. 3, Pg. 13, Sec. B

Wednesday March 8 1995

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Manhattan College basketball coach Fran Fraschilla discusses his **team**'s chances of receiving **bid** to play in NCAA **tournament** (S)

COMPANY NAMES: MANHATTAN COLLEGE

DESCRIPTORS: BASKETBALL; NCAA BASKETBALL **TOURNAMENT**

PERSONAL NAMES: FRASCHILLA, FRAN

19/5/16 (Item 5 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

05018187 NYT Sequence Number: 015970870308

REDMEN TRY TO REBOUND

New York Times, Col. 3, Pg. 2, Sec. 5

Sunday March 8 1987

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

St John's University basketball team is seen likely to receive bid to NCAA basketball tournament (S)

COMPANY NAMES: ATHLETIC ASSN, NATIONAL COLLEGIATE (NCAA); ST JOHN'S UNIVERSITY (NYC)
DESCRIPTORS: BASKETBALL; COLLEGE ATHLETICS

19/5/17 (Item 6 from file: 474)
DIALOG(R)File 474:New York Times Abs
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05015780 NYT Sequence Number: 255115870228
ST. JOHN'S CAN BE SPOILER
New York Times, Col. 6, Pg. 53, Sec. 1
Saturday February 28 1987
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

St John's University, while limited to no better than fourth-place regular-season finish in Big East, can puncture Pittsburgh's bid for championship when teams meet (S)

COMPANY NAMES: ST JOHN'S UNIVERSITY (NYC); PITTSBURGH, UNIVERSITY OF
DESCRIPTORS: BASKETBALL; COLLEGE ATHLETICS; BIG EAST CONFERENCE BASKETBALL TOURNAMENT

19/5/18 (Item 7 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

05015696 NYT Sequence Number: 256930870301
SI COLLEGE TEAM TO REFUSE TOURNAMENT BID
MCFADDEN, ROBERT D
New York Times, Col. 1, Pg. 37, Sec. 1
Sunday March 1 1987
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

College of Staten Island basketball team will refuse probable bid from major invitational tournament; team has dropped its opposition to ban college president imposed on postseason play because of brawl with racial overtones at regular-season game (M)

COMPANY NAMES: STATEN ISLAND, COLLEGE OF
DESCRIPTORS: BASKETBALL; COLLEGE ATHLETICS; VIOLENCE; RACIAL RELATIONS
PERSONAL NAMES: MCFADDEN, ROBERT D

19/5/19 (Item 8 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

05014245 NYT Sequence Number: 251700870227
BRIDGE: A BID OUT OF TURN LED TEAM TO A BIG LOSS IN TOURNAMENT
TRUSCOTT, ALAN
New York Times, Col. 1, Pg. 23, Sec. 3
Friday February 27 1987
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

Bridge column; diagnosed deal (S)

DESCRIPTORS: BRIDGE (CARD GAME)
PERSONAL NAMES: TRUSCOTT, ALAN

19/5/20 (Item 9 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

04769606 NYT Sequence Number: 154585860305
SCOUTING: PIONEERS FEELING FENCED OUT
New York Times, Col. 1, Pg. 12, Sec. 2
Wednesday March 5 1986
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:
Comment on C W Post basketball team 's unsuccessful bid to be in
National Invitational Tournament (S)

COMPANY NAMES: NATIONAL INVITATION TOURNAMENT ; POST, C W, CENTER
DESCRIPTORS: BASKETBALL; COLLEGE ATHLETICS
PERSONAL NAMES: ROGERS, THOMAS; JANOFSKY, MICHAEL

19/5/21 (Item 10 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

04520112 NYT Sequence Number: 995827850917
**Article on Creighton University basketball team 's climb toward bid to
National Collegiate Athletic Association tournament and reasons why
things fell apart; Coach Willis Reed and athletic director Dan
Offenburger comment; photos (L))**
BERKOW, IRA
New York Times, Col. 2, Pg. 1, Sec. 5
Sunday May 19 1985
DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English
RECORD TYPE: Abstract

SPECIAL FEATURES: Photo
COMPANY NAMES: CREIGHTON UNIVERSITY; ATHLETIC ASSN, NATIONAL COLLEGIATE
(NCAA)
DESCRIPTORS: BASKETBALL
PERSONAL NAMES: BERKOW, IRA; REED, WILLIS; OFFENBURGER, DAN

19/5/22 (Item 11 from file: 474)
DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

00300649 NYT Sequence Number: 065219720229
**Sam Goldaper on spate of promotional material from coll basketball teams
seeking tournament bids or all-Amer recognition for their players;
illus)**
New York Times, Col. 1, Pg. 44
Tuesday February 29 1972
DOCUMENT TYPE: Newspaper; Editors Note JOURNAL CODE: NYT LANGUAGE:
English RECORD TYPE: Abstract

DESCRIPTORS: BASKETBALL; COLLEGE ATHLETICS; PROFESSIONAL ATHLETICS
PERSONAL NAMES: GOLDAPER, SAM
?

22/5/1 (Item 1 from file: 583)
DIALOG(R) File 583:Gale Group Globalbase(TM)
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09842529

Maior parte do dinheiro do FMI deve vir em 2003
Brazil: Most of IMF loan should be released in 2003
O Estado de Sao Paulo (YWI) 07 Aug 2002
Language: PORTUGUESE

Sources from the Brazilian financial sector expect the agreement to be signed with the IMF to include only a small installment of US\$ 2bn in 2002. The rest of the loan will be received indirectly with the reductions of the minimum of net international reserves. The largest part of the loan, around US\$ 12bn, will only be liberated in 2003, and will be dependent on an agreement from the future president, to achieve a financial trade surplus larger than the estimated 3.75% Gross National Product (GNP) for 2003. In addition to this, Brazil will be able to extend some US\$ 8bn in debt payments which **expire** in 2003. It is also **negotiating** the exclusion of credit lines **auctioned** by the Central Bank from the calculation of net reserves. *

COMPANY: IMF

PRODUCT: National Government (9100); Public Debt (E5660);
EVENT: null (00);
COUNTRY: Brazil (3BRA);

22/5/2 (Item 2 from file: 583)
DIALOG(R) File 583:Gale Group Globalbase(TM)
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09227669

HVper Merita trekker budet
NORWAY:AUTHORITY WANTS MN-BANKEN TO WITHDRAW BID
Dagens Naeringsliv Ajour (DN) 19 Jan 2000 p.on-line
Language: NORWEGIAN

In Norway, the State Bank Investment Fund, is hoping that Finnish-Swedish MeritaNordbanken is to withdraw its bid for Norway's Kreditkassen on the grounds that the extended bid by MeritaNordbanken has caused Kreditkassen share price to soar to a level where it is difficult to carry out a merger between Kreditkassen and Den norske Bank (DnB). According to Aftenposten's sources, MeritaNordbanken is prepared to **extend** the **bid** further. Its latest **bid** **expires** January 31st.

COMPANY: DNB; DEN NORSKE BANK; KREDITKASSEN; MERITANORDBANKEN

PRODUCT: Retail Banking Services (6006); Clearing Banks (6010CB);
Commercial Banks (6020);
EVENT: Company Acquisitions (16);
COUNTRY: Finland (5FIN); Sweden (5SWE); Norway (5NOR);

22/5/3 (Item 3 from file: 583)
DIALOG(R) File 583:Gale Group Globalbase(TM)
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01376589

TELEX REQUESTS DEFERRED DECISION ON EDELMAN BID
US - TELEX REQUESTS DEFERRED DECISION ON EDELMAN BID
International Herald Tribune (IHT) 15 October 1987 p14

Officials at Telex have requested company shareholders to postpone a

decision on the \$872m tender offer from Asher Edelman. Alex is to send a letter to stockholders requesting postponement of decision until the board has completed its evaluation of the offer. The bid for the computer and electronic equipment company expires on 06/11/87.*

PRODUCT: Computers & Auxiliary Equip (3573); Telephone Equipment (3661TE);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

22/5/4 (Item 1 from file: 474)

DIALOG(R)File 474:New York Times Abs
(c) 2003 The New York Times. All rts. reserv.

05587856 NYT Sequence Number: 117574890811

MAI BID FOR PRIME

Reuters

New York Times, Col. 1, Pg. 4, Sec. 4

Friday August 11 1989

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

MAI Basic Four Inc allows its \$525 million bid for Prime Computer Corporation's minicomputer business to expire, leaving friendly bid from J H Whitney & Company as only offer on table (S)

COMPANY NAMES: PRIME COMPUTER INC; MAI BASIC FOUR INC; WHITNEY, J H, & CO
DESCRIPTORS: MERGERS, ACQUISITIONS AND DIVESTITURES

22/5/5 (Item 2 from file: 474)

DIALOG(R)File 474:New York Times Abs
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04798554 NYT Sequence Number: 179911860701

INVESTORS EXTEND CONRAIL OFFER

Associated Press

New York Times, Col. 5, Pg. 4, Sec. 4

Tuesday July 1 1986

DOCUMENT TYPE: Newspaper JOURNAL CODE: NYT LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Group of 42 investors organized by Morgan Stanley & Co, whose \$1.4 billion offer for Government-owned Conrail freight railroad was to expire July 1, says it is extending its bid and that Congress should act to accept it while market conditions are ripe (S)

COMPANY NAMES: CONRAIL (CONSOLIDATED RAIL CORP); MORGAN STANLEY & CO
DESCRIPTORS: RAILROADS; MERGERS, ACQUISITIONS AND DIVESTITURES; LAW AND
LEGISLATION
GEOGRAPHIC NAMES: UNITED STATES; UNITED STATES

22/5/6 (Item 1 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
(c) 2003 The New York Times. All rts. reserv.

08153938 NYT Sequence Number: 000000021115

ECHOSTAR POSTS LOSS, DESCRIBES PLANS AFTER HUGHES BID EXPIRES

PASZTOR, ANDY

Wall Street Journal, Col. 4, Pg. 4, Sec. B

Friday November 15 2002

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English
RECORD TYPE: Abstract

ABSTRACT:

EchoStar Communications Corp reports third quarter loss of \$168 million as revenue rose 20% to \$1.22 billion; also sketches out how it plans to balance growth and profitability once its **bid** for Hughes **Electronics** Corp formally **expires** ; chart (M)

SPECIAL FEATURES: Chart

COMPANY NAMES: ECHOSTAR COMMUNICATIONS CORP; HUGHES ELECTRONICS CORP

DESCRIPTORS: COMPANY REPORTS; MERGERS, ACQUISITIONS AND DIVESTITURES

PERSONAL NAMES: PASZTOR, ANDY

22/5/7 (Item 2 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
(c) 2003 The New York Times. All rts. reserv.

07974508 NYT Sequence Number: 000000980318

COMPUTER **SCIENCES** BID EXPIRES

Wall Street Journal, Col. 4, Pg. 17, Sec. C

Wednesday March 18 1998

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Computer Associates International Inc, as expected, said its \$9.8 billion tender offer for Computer Sciences Corp expired at midnight March 16 (S)

COMPANY NAMES: Computer Associates International Inc; Computer Sciences Corp

DESCRIPTORS: Mergers, Acquisitions and Divestitures

22/5/8 (Item 3 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
(c) 2003 The New York Times. All rts. reserv.

07941460 NYT Sequence Number: 000000970529

REXENE CORP

Wall Street Journal, Col. 3, Pg. 10, Sec. B

Thursday May 29 1997

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

ABSTRACT:

Rexene Corp **extends** the **expiration** of its **Dutch - auction** tender offer for as many as 2.16 million common shares to June 19 (S)

COMPANY NAMES: Rexene Corp

22/5/9 (Item 4 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs
(c) 2003 The New York Times. All rts. reserv.

07036011 NYT Sequence Number: 000000951208

EXPIRATION EXTENDED IN BID **FOR PRATT & LAMBERT STOCK**

Wall Street Journal, Col. 6, Pg. 4, Sec. B

Friday December 8 1995

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract